



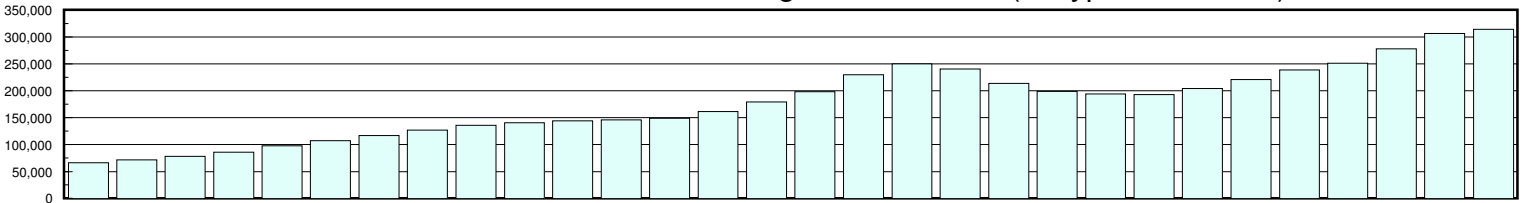
Willamette Valley MLS January 2019

Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2009	493	1,725	14,807	5,869	1,257,251,311
2010	484	1,607	14,870	5,772	1,149,297,552
2011	456	1,433	11,783	5,788	1,127,525,552
2012	461	1,417	11,654	6,541	1,266,808,552
2013	463	1,471	12,465	7,590	1,555,464,240
2014	457	1,597	12,867	7,908	1,751,100,072
2015	474	1,803	13,914	10,071	2,409,748,596
2016	502	2,063	14,486	10,991	2,766,313,799
2017	517	2,347	14,392	11,266	3,137,344,414
2018	560	2,589	15,154	11,231	3,449,545,495
2019 year to date	561	2,599	1,185	676	\$212,721,652

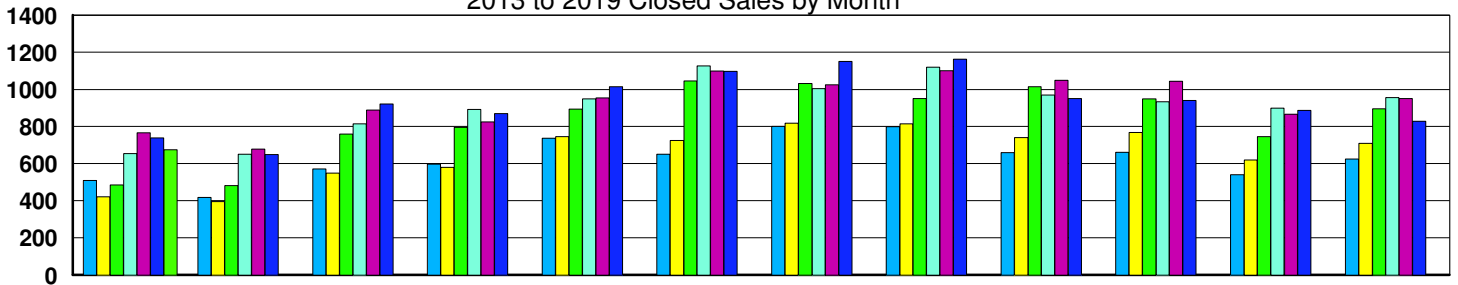
	2018	2019	% of Change
Active Listings	2,409	2,787	15.69%
Months of Inventory	2.51	3.07	22.31%

1990 to 2018 Average Sales Prices (all types, all areas)



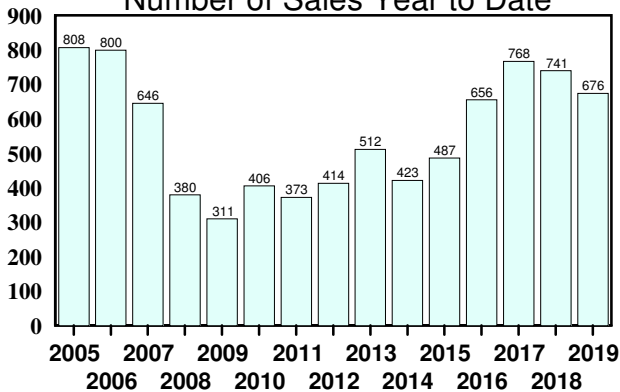
Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 ytd
Price	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	194,804	193,672	204,936	221,434	239,276	251,689	278,479	307,145	314,677

2013 to 2019 Closed Sales by Month



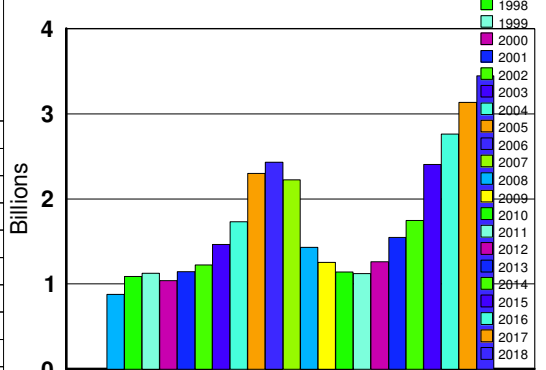
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2013	512	419	573	599	739	653	802	800	661	663	542	627
2014	423	397	550	582	748	727	819	817	742	770	622	711
2015	487	484	762	798	896	1048	1033	952	1016	951	747	898
2016	656	653	816	894	951	1129	1006	1122	971	935	901	957
2017	768	681	890	826	956	1101	1027	1102	1050	1045	868	952
2018	741	651	923	872	1016	1099	1152	1164	953	942	888	830
2019	676											

Number of Sales Year to Date

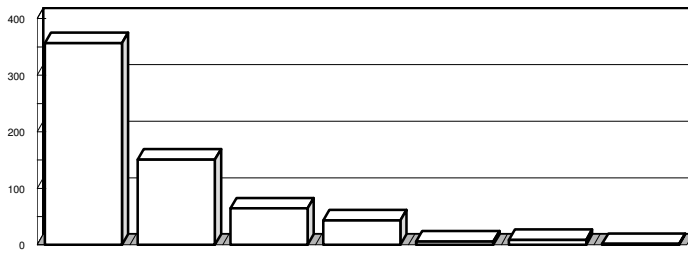


Year	Number of Sales Year to Date	Percent Increase/Decrease From Previous Year
2009		-18.16%
2010		30.55%
2011		-8.13%
2012		10.99%
2013		23.67%
2014		-17.38%
2015		15.13%
2016		34.70%
2017		17.07%
2018		-3.52%
2019		-8.77%

Total Annual Dollar Volume

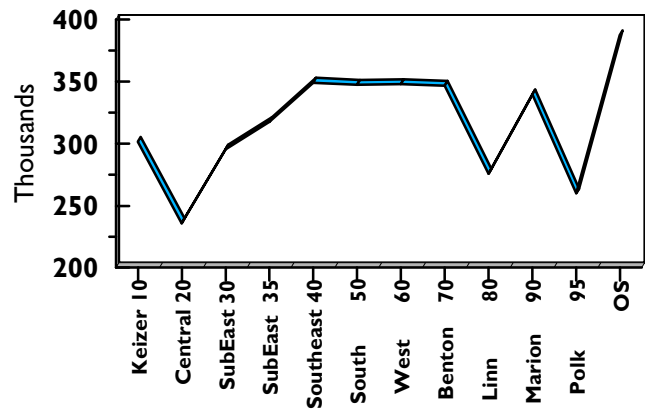


Top Sales Terms 2019 Year to Date



CNV	CSH	FHA	VA	USDA	1TD	LSC
357	151	65	43	6	9	2

Residential Average Sales Prices by Area Year to Date



% Chg = Percent of
change from previous
year

Residential Average Sales Prices by Area

AREA	2015	% Chg 14/ 2015	2016	% Chg 15/ 2016	2017	% Chg 16/ 2017	2018	% Chg 17/ 2018	2019 Year to Date
Keizer 10	\$228,235	6.93%	\$256,083	12.20%	\$276,990	8.16%	\$300,836	8.61%	\$301,575
Central 20	145,819	3.05%	168,057	15.25%	197,523	17.53%	226,553	14.70%	235,918
SubEast 30	187,193	15.02%	209,396	11.86%	237,487	13.42%	271,126	14.16%	295,262
SubEast 35	201,911	9.75%	229,343	13.59%	255,348	11.34%	285,643	11.86%	317,516
Southeast 40	256,625	11.95%	284,586	10.90%	309,156	8.63%	347,463	12.39%	349,260
South 50	301,696	14.23%	322,094	6.76%	355,927	10.50%	388,438	9.13%	347,455
West 60	252,158	7.17%	277,550	10.07%	317,059	14.23%	342,803	8.12%	348,097
Benton 70	313,218	8.49%	335,478	7.11%	358,992	7.01%	390,805	8.86%	346,722
Linn 80	202,488	13.17%	211,254	4.33%	242,798	14.93%	273,652	12.71%	275,770
Marion 90	249,230	12.09%	271,827	9.07%	293,538	7.99%	333,395	13.58%	339,866
Polk 95	235,510	13.63%	250,752	6.47%	272,446	8.65%	302,417	11.00%	259,952
Total Average	\$245,098	7.56%	\$263,415	7.47%	\$291,018	10.48%	\$316,626	8.80%	\$308,541



January 2019

New Construction Statistics

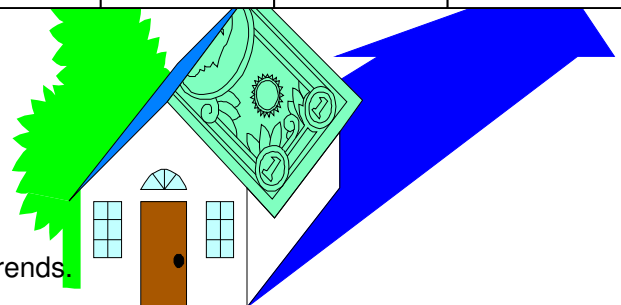
A member owned cooperative MLS Since 1949

New Construction Residential	Area 10 Keizer	Area 20 Central Salem	Area 30 Suburban NE	Area 35 Suburban SE	Area 40 SE Salem	Area 50 South Salem	Area 60 West Salem	Area 70 Benton County	Area 80 Linn County	Area 90 Marion County	Area 95 Polk County
Units Sold 12 Mos to date	10	2	17	2	65	37	54	79	253	133	97
Average Sales Price	\$432,369	\$283,200	\$307,102	\$314,500	\$473,129	\$415,623	\$372,454	\$418,100	\$330,709	\$386,648	\$320,200
Average Square Footage	2,534	1,460	1,829	1,488	2,382	2,262	2,242	2,252	1,935	2,047	1,698
Average Cost per Square Foot	\$176.00	\$195.00	\$170.00	\$211.00	\$201.00	\$185.00	\$168.00	\$189.00	\$172.00	\$190.00	\$192.00
Average Day on the Market	200	132	164	142	150	166	131	165	180	173	132
Currently Active Listings	11	0	14	4	25	14	13	26	59	73	61

New Construction Residential	Sales 2015	Sales 2016	Sales 2017	Sales 2018	Sales 2019 Year to Date	Currently Active	Currently Pending
Units	712	586	651	788	51	334	83
Average Price	\$267,239	\$305,337	\$339,993	\$367,985	\$342,025	\$400,259	\$386,155
Average Square Footage	1,926	1,990	2,013	2,037	2,007	2,004	2,027
Average Cost per Square Foot	\$139.00	\$153.00	\$171.00	\$182.00	\$172.00	\$201.00	\$192.00
Average Days on the Market	147	164	163	166	174	129	113



Equal Housing Opportunity

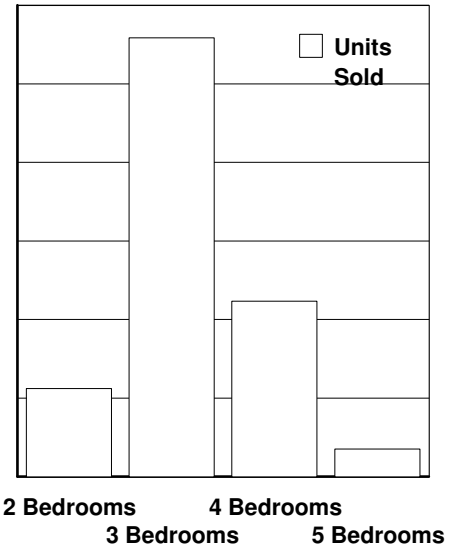


Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

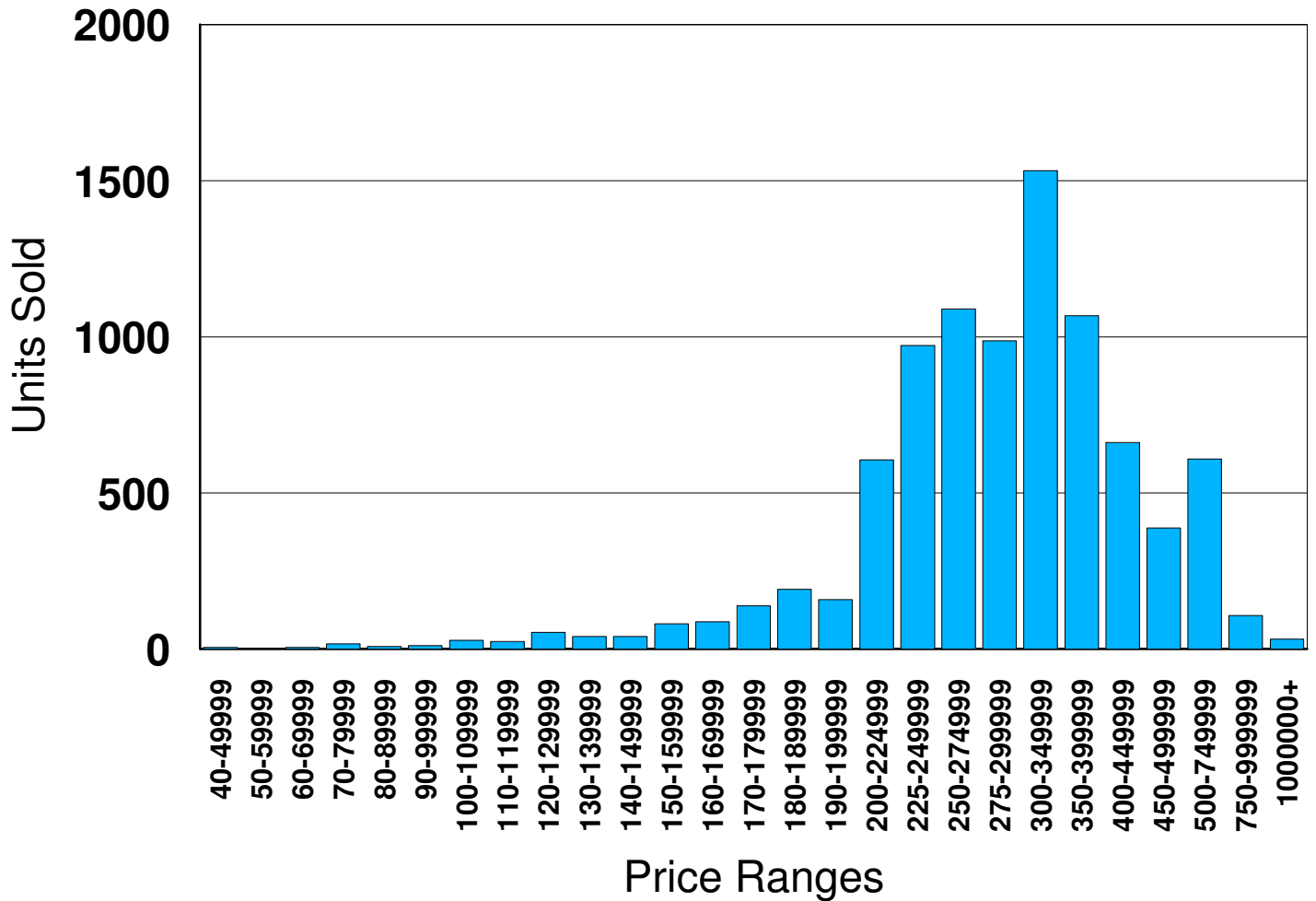
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Residential Sales by Number of Bedrooms

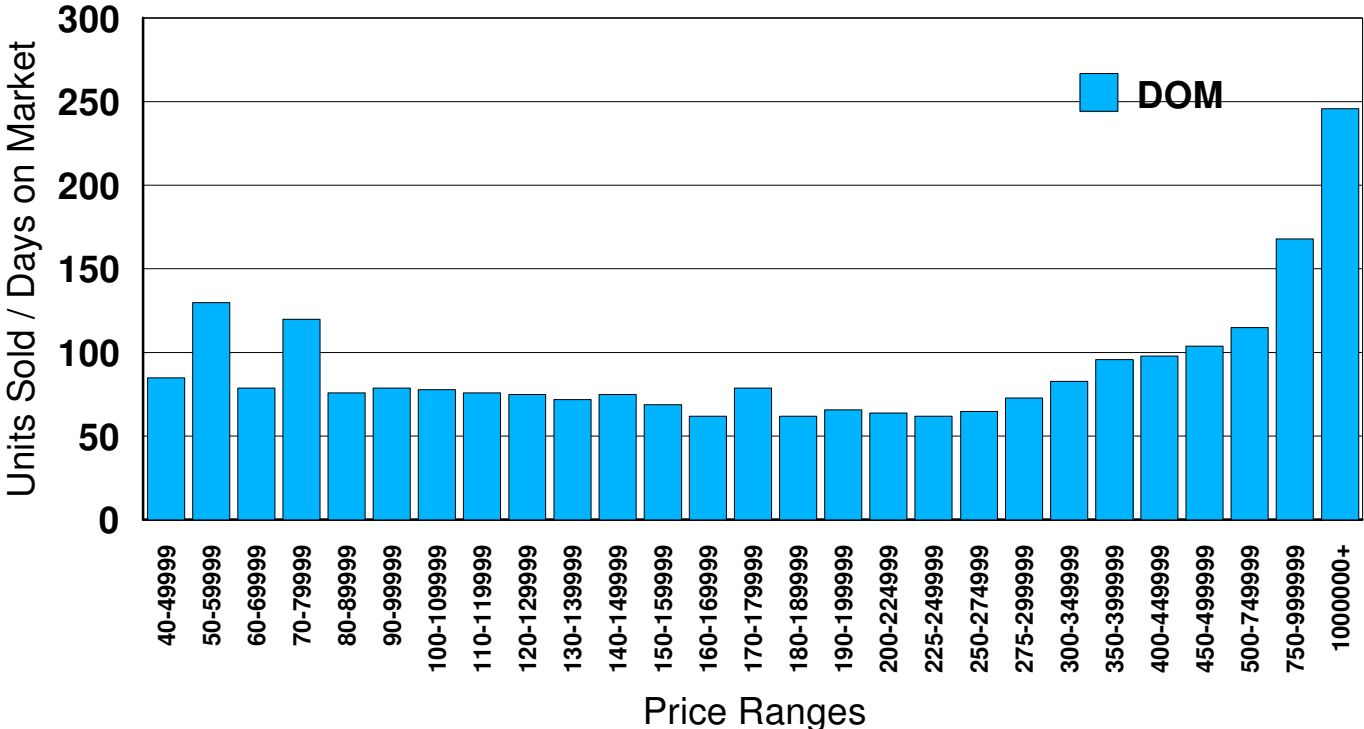
	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	1,128	5,589	2,240	358
Average Sales Price	\$224,478	\$302,431	\$384,693	\$454,755
Average Square Footage	1,151	1,647	2,297	3,012
Average Cost per Square Foot	\$200.00	\$186.00	\$169.00	\$152.00
Days on Market	73	77	99	102
Active on the Market	143	808	444	89



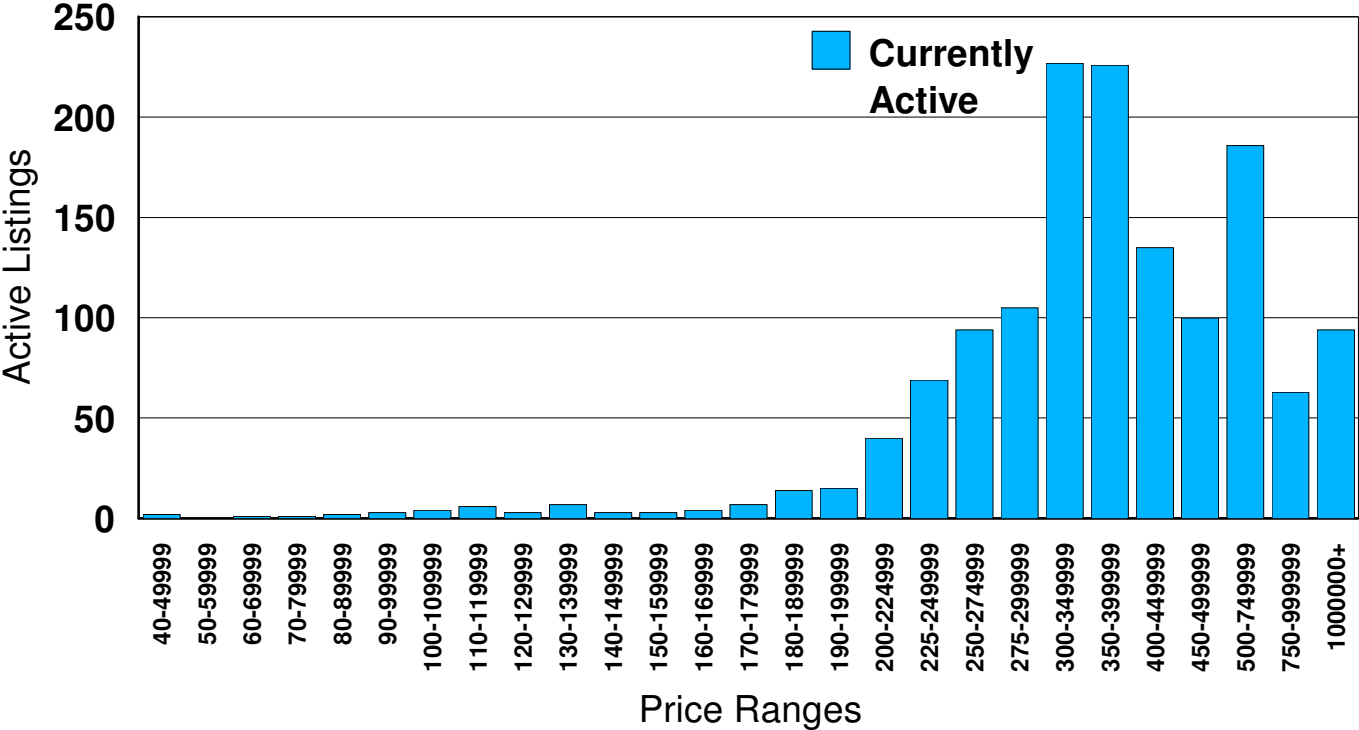
Residential Sold Listings by Price Range 12 Mos



Residential Listings by Price Range - Days on the Market



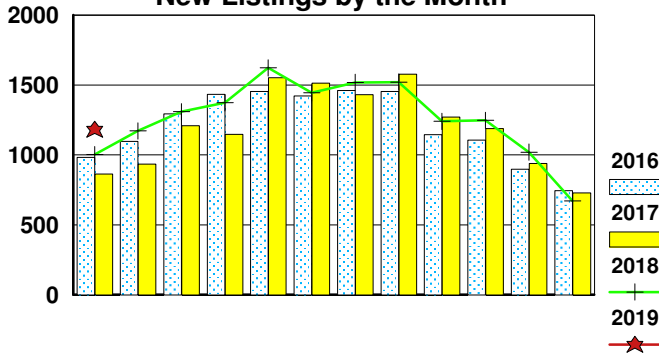
Active Residential by Price Range



Residential Sold Price Analysis

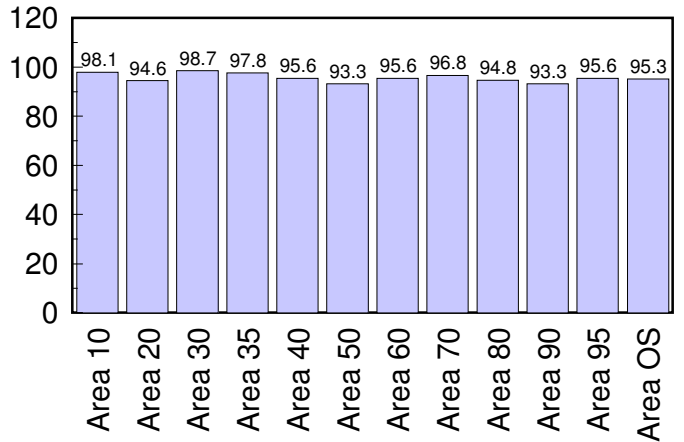
AREA	2017 Units Sold	2017 Dollar Volume	2018 Units Sold	2018 Dollar Volume	2019 Units Sold Year to Date	Active on the Market	2019 Dollar Volume	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	589	\$163147478	506	\$152223108	26	59	\$7889100	\$307338	\$301575	98.1	73	1726	\$184.00
20	449	88688110	403	91300986	29	37	6783649	247078	235918	94.6	79	1509	177.00
30	439	104256958	391	106010441	31	67	9153135	298858	295262	98.7	70	1674	181.00
35	374	95500307	287	81979594	18	43	5715300	324528	317516	97.8	83	1632	195.00
40	959	296481416	774	268936957	43	119	15018215	364992	349260	95.6	93	1916	189.00
50	513	182591032	440	170912745	24	60	8338942	372113	347455	93.3	70	2106	173.00
60	617	195625548	625	214252350	28	94	9746722	364014	348097	95.6	119	2196	173.00
70	937	336375778	971	379472160	53	119	18376283	357831	346722	96.8	91	1925	189.00
80	1812	439951315	1897	519118753	106	253	29825411	290838	275770	94.8	89	1638	176.00
90	1081	317314798	1134	378070158	58	210	19712250	364022	339866	93.3	125	1823	193.00
95	690	187988066	731	221067283	42	144	10917995	271725	259952	95.6	92	1600	168.00
OS	689	254478195	877	345388092	54	216	20920700	404437	387420	95.3	93	1988	196.00

New Listings by the Month

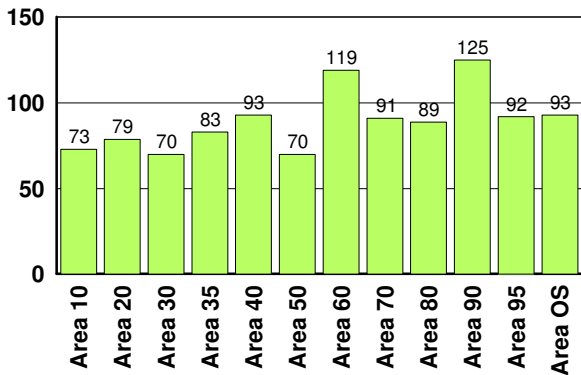


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	985	1100	1297	1435	1456	1424	1463	1456	1147	1108	901	746
2017	866	937	1212	1150	1555	1517	1434	1581	1274	1192	942	732
2018	1004	1172	1309	1375	1624	1446	1520	1522	1242	1248	1021	671
2019	1185											

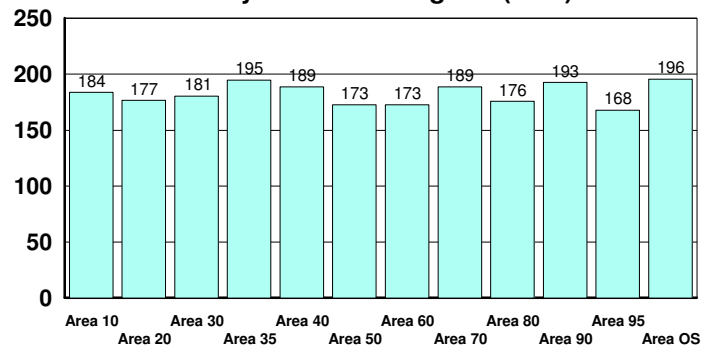
Percent of Sales Price to List Price (YTD)



Average Days on the Market (YTD)



Average Sales Price Per Square Foot By Area Including Lot (YTD)





Willamette Valley MLS

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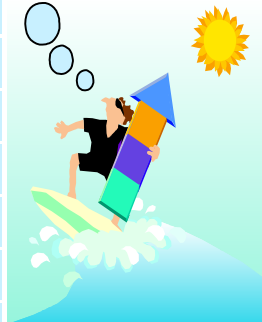
The Statistics presented in this update are compiled by the WVMLS. Statistics reflect sales made by member offices for properties listed in the Willamette Valley, Oregon. Many factors contribute to fluctuations in data. Users of this report should analyze data over an extended period to ascertain market trends. Information is deemed reliable but not guaranteed. Copyright 2019 WVMLS All rights reserved

Executive Vice President/Editor
Jay A. Gordon
We welcome your comments and suggestions.

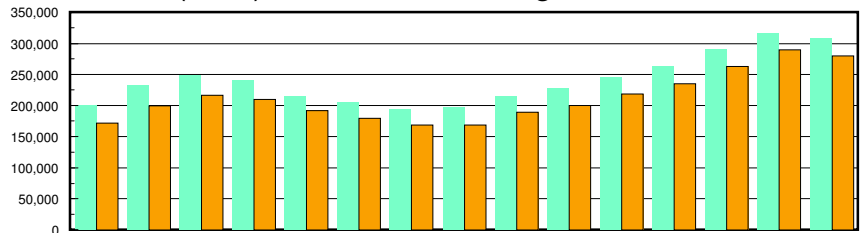


Equal Housing Opportunity

All statistical reports are available on the web at WVMLS.COM



2004 to 2019 (YTD) Residential Average/Median Sales Prices



2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
199,754	232,943	249,203	240,406	215,432	205,406	193,821	196,867	215,207	227,879	245,098	263,415	291,018	316,626	308,541
172,400	199,900	217,000	210,000	192,000	180,050	169,000	169,000	189,595	200,350	219,000	235,400	263,500	289,900	280,000

Factoid: The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 2,037 square feet plus a 2 car garage. The average cost per square foot for a new home is \$182.00 including a 6,000 square foot lot.

AREAS:	#
Keizer	10
Central Salem	20
Suburban East	30
Suburban SE	35
Southeast Salem	40
South Salem	50
West Salem	60
Benton County	70
Linn County	80
Marion County	90
Polk County	95

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
January 2019	676	1,185	1,049	\$314,677	98.64%
Full Year 2018	11,231	15,154	4,225	\$307,145	98.85%
January 2018	741	1,004	1,235	\$283,032	98.13%
Full Year 2017	11,266	14,392	4,363	\$278,479	98.90%